Message Text

CONFIDENTIAL

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ACTION PM-04

INFO OCT-01 NEA-10 ISO-00 CIAE-00 INR-07 NSAE-00 /022 W

----- 049572

R 080358Z AUG 76

FM AMEMBASSY ABU DHABI

TO DA WASHDC

INFO CDRDARCOM ALEX VA//DRSIL-WN/ME//

DSA CAMERON STA VA

SECDEF WASHDC //ISA/DSAA

SECSTATE WASHDC 4759

CONFIDENTIAL ABU DHABI 2144

E.O. 11652: GDS TAGS MASS, TC

SUBJECT: LOA FOR INDIVIDUAL LOAD BEARING EQUIPMENT

REF: DA WASHD DC 031437Z AUG 76

- 1. EMBASSY APPRECIATES PROMPT RESPONSE REFTEL TO UAE DEFENSE FORCE (UAEDF) CONFIRMATION OF WEBBING ORDER. WE LIKEWISE GRATEFUL FOR RECOGNITION PART TWO THAT TEL OF SPECIAL IMPORTANCE OF EXPEDITIOUS HANDLING OF THIS FIRST SALE.
- 2. IN LATTER CONNECTION, HOWEVER, WE ARE CONCERNED BY REFERENCE TO DELIVERY "NO LATER THAN NOV. 15 (PARA A4), IF THAT IS SIMPLY OUTSIDE LIMIT AND ODDS ARE STRONGLY IN FAVOR OF SUBSTANTIALLY EARLIER ARRIVAL, WELL AND GOOD. BUT ARRIVAL ON NOV. 15 WOULD BE CUTTING THINGS VERY FINE INDEED (PRACTICS FOR DEC.2 NATIONAL DAY PARADE FOR WHICH EQUIPMENT DESIRED START AT LEAST THAT FAR IN ADVANCE). AND UNFORTUNATELY FOR ALL OF US THERE IS TENDENCY TO PUT THINGS OFF SO LONG AS DUE DATE HAS NOT ARRIVED. IN SHORT WE HOPE THAT FINAL DEADLINE COULD BE MOVED UP, SAY TO OCTOBER 15. PLEASE ADVISE.
- 3. AS LESSER PROBLEM WE WONDER WHY IT WILL TAKE ONE MONTH TO PRODUCE LOA--AND THIS ONLY TO HAVE SAME IN CONFIDENTIAL

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WASHINGTON WITH FURTHER TIME REQUIRED TO PASS IT TO

EMBASSY. SO LONG AS WE ARE SIMPLY TALKING
ABOUT MEETING CONTRACTUAL NEEDS.-SO LONG AS EQUIPMENT ARRIVES IN TIMELY FASHION--WE BELIEVE THIS CAN
BE EXPLAINED. BUT IF WE HAVE TO PRESENT COMBINATION
OF FOUR-TO-SIX WEEKS TO PRODUCE CONTRACT FOR SIGNING
PLUS THREE AND HALF MONTHS TO DELIVER ITEMS PRESUMABLY
ON SHELF, UAEDF LIKELY TO FEEL WE BEING LESS THAN
FULLY RESPONSIVE TO THEIR NEEDS.
STERNER

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